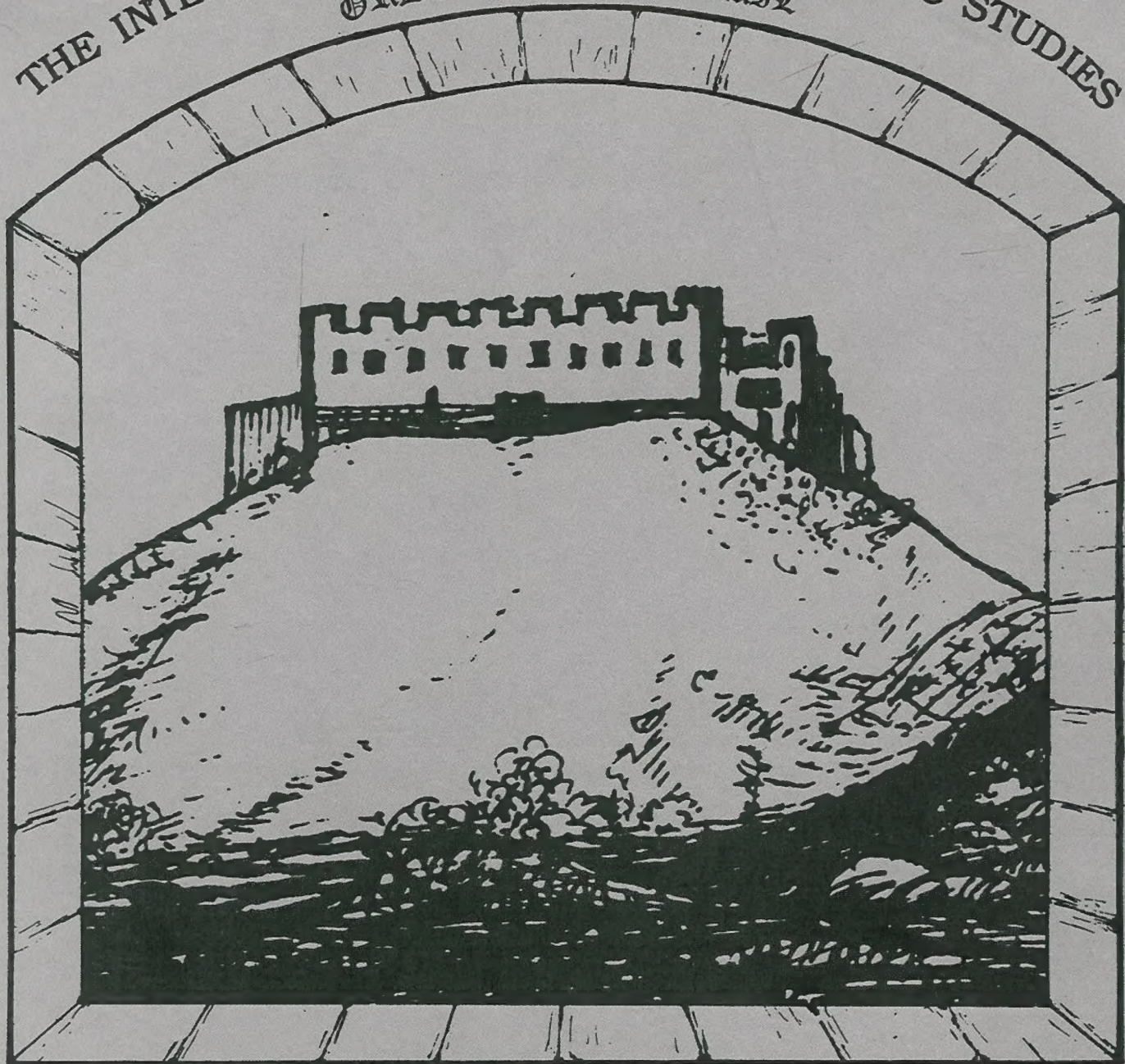


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THE INTERNATIONAL COLLEGE OF ESOTERIC STUDIES ORDER OF THE GRAVE



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DEVOTED TO THE ADVANCEMENT AND MYSTICAL ENLIGHTENMENT OF MAN

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CLASSIFIED

BE YE THEREFORE PERFECT.....

Part I

This was the admonishment given by Christ to his disciples. It was not merely advice, it was an order — which at first may seem to be almost impossible. However, according to the scriptures, it is the finality of human eschatology to become responsible creator gods. Hence the free will given to humanity, in its development, to avoid robotization and to allow the normal development of the individual and the collective consciousness.

THE DIVINE DOES NOT INTERVENE That is why the Creator and the spiritual Hierarchies do not intervene directly in the disastrous and tragic events which, through man's own fault, shake the world and stain it with blood.

There is only one resource for this: PRAYER which liberates, ipso facto, God and the Hierarchies from the constraint imposed by the divine law of man's freedom of choice, completed by that of consequences: "You reap what you sow" ... "Ask and you shall be given".....

It is important to point out here that the prayer must be said under conditions laid down by Christ himself: "Retire to your secret room and thank the Father as if He had already granted you your request".

THE TECHNICAL MEANS OF REACHING PERFECTION (1) Let us determine the technical means of reaching perfection in a situation where, as everybody knows, "nobody is perfect".

Today, the existence of most types of yoga are known, through which the various disciplines — of which Tantraism and Zazen should be especially noted — do enable the awakening and the development of faculties innate in human beings. But these paths are long and very often dangerous.

On the other hand, there are those scientific discoveries being made in university laboratories that explain more easily the so-called parapsychological and spiritual mysteries. Our hundreds of thousands of programmed molecules — (half million bits per molecule) — necessarily imply a cause for this program, a cause which, moreover,

according to the facts, is not hereditary. Its source and logical and equitable explanation is found stored in the memory of successive incarnations and in immanent justice. (True astrological symbolism also proves this fact).

Consequently, perfection of the human race is a question of improving its 'programs' to use modern phraseology. That is the problem and the goal, clearly put. With its solution we will now deal.

'THE PROGRAM' What is the 'program' we may use to achieve perfection? Madam de Steiger disclosed it in her address to the Alchemical Society on Friday, November 14, 1913. Do you remember it from Liber 40? Speaking of the Art of Alchemy she said:

"The Royal Art was, then, that of extracting from a human center that immortal essence, and the method of doing so, was the spagyric or magnetic one, by the action of mesmeric traction.

".... The art of mesmerism, which we now despise or ignore, except as a by-play of science, or misuse, alas, was once the sublime secret of the master-men of each century, which they were enjoined to keep inviolate, because it was found that *qualities and conditions between souls were interchangeable*, and many mysterious or extraordinary results took place, that made it a necessity that a Magus or Sage should be what was termed a Holy Man, i.e. one who held the secret of the Philosopher's Stone in all its conditions, and also that none but a man of proved spiritual state* should be Priest or occupy the functions of the Master of Ceremonies: those of a lesser degree of purity of thought and aim being assistants only. *This was the original condition, and the priests in olden days were no doubt men of the highest type. But there were lapses, and here and there the magical secret would leak out and be used for other than the true end.* Finally, the knowledge of only a small portion of the true method remained, and that almost died away, but not altogether, for such a wonderful secret for humanity could not be utterly lost, and it was preserved as of the utmost importance in "The Mysteries," and afterwards in the Secret Orders.

"It was always the same teaching -- that that counsel which emanated from the holy trance utterance should alone be considered divine. I feel convinced that this key of knowledge was the one used by the alchemists. They were, so to speak, free-lances, but, being men of ardour and vigour, they by degrees formed a sort of non-cohesive order of solitary searchers. These men, with others who really might have belonged to existing secret orders, constituted a sort of underground hidden society not requiring any ordained hierarchy, and a cryptographic correspondence would necessarily ensue.

"As time went on, and as what may be called the magical power of the orthodox priesthood died out, the sporadic growth of alchemists still continued, and such men certainly were viewed with anger by the orthodox priesthood and those who considered mesmerism as truly the gift of God: but the alchemical secret is just what makes the Royal Art quite different from that mesmerism which is generally known.

"It is clear that Mesmer was not the first to discover the art called by his name, but in his case betrayed the secret. However, the amount of mesmerism he knew and divulged was, perhaps, no more than that which had survived and was practiced by the hierarchs, who, under all their different names, headed the Secret Orders in later times. This special secret method is one which, though I do surmise, I must do as I was told, **keep inviolately** until someone else discovers it. It may be plainly inferred to in its entirety from what is said in A Suggestive Enquiry into the Hermetic Mystery and Alchemy, a new edition of which is forthcoming. I do not want to state what I have just said with the pretension of making myself the custodian of any great secret; but because it is a certain something in the method of applying the art of mesmerism which can only be declared, so to speak, in the alchemical work itself.

THE KEY TO MAGIC (1) "I need not tell you that mesmerism is the key to magic, known to every race and time. It has been reserved for this period since Mesmer, utterly to misunderstand, misapply and underestimate this extraordinary faculty, which, with respect to derivation, at least, may be called the gift of God...."

Brethren, you would do well to reread this lecture by Madam de Steiger in Liber 40 for you will surely find much that you missed the first time. And may I remind you of something else that you have read? That "Sâr Hieronymous in daily life was a master hypnotist....."

(*It is well known that a rapport exists between the hypnotist and the one hypnotized, and by telepathic means, the qualities of each are transferable). Since this is so, from an ethical and from a practical point of view, persons who wish to practice as hypnotists should be persons of high quality. Think well on what is being given to you here. A Golden Key is being passed to those who have eyes to see and ears to hear.)

THE TECHNICAL MEANS OF REACHING PERFECTION (2) You have heard it said that oftentimes we do not see the forest for the trees. Translating that statement to our situation, the key which we, as pilgrims on the path to perfection have been looking for ... has been before us all the while! So let us explore this thing called "hypnotism" for it is indeed the ancient & modern KEY that has been exposed and yet has remained hidden. It is THE METHOD and the MEANS that many

who have seemed to possess mysterious powers HAVE USED to attain their development. And the technique is now to be divulged to you. It is to be given to you as the reward for your faithful and patient questing

The word **hypnosis** is coined from the Greek word HYPNOS which means sleep. Because a person in a deep trance appears to be asleep the term **hypnotism** has come into common usage with all its meanings both good and bad. Let us therefore disclose the pertinent facts you need to know, first for your own education but also to dispel any superstitious and inaccurate information which may have found its way into your mind. We will begin by clarifying what hypnosis is and what it is not, because the word "hypnotism" means different things to different people.

FORMS OF TRANCE Personally, I do not like the word 'hypnotism' for the same reason that I do not like the word 'trance' because both words, trance and hypnotism, have been greatly abused and the meanings have become twisted — or at least misunderstood. But 'day-dreaming' is a form of trance. When one 'day-dreams' the features are slack, the eyes stare vacantly, there is very little (if any) animation of the body — though one can day-dream while washing the dishes, walking down the street, or mowing the lawn.

A trance-like condition may also be caused by staring at the glowing embers in a fire place, or listening to music, or even listening to a public speaker, for yes, the voice also may be hypnotic — many public speakers have the ability to sway an audience and hold them in rapt attention. So by these commonplace examples, you can understand that a 'trance' is nothing mysterious, it is something you have experienced many times, there is no so-called 'animal magnetism' involved, there is no secret mumbo-jumbo — the trance is simply a natural phenomenon that can't as yet be explained fully or satisfactorily by anyone.

STAGE HYPNOTISTS HAVE DISCREDITED THE SCIENCE Hypnotists on the stage have added their share to the confusion and distortion of the public's misunderstanding of hypnotism. The stage hypnotist is primarily a showman and he throws in a lot of stage technique and the razzle-dazzle of showmanship in his effort to 'put on a good show'. The stage hypnotist quite often uses his hands in exaggerated gestures and many people believe that this movement or waving of the hands helps produce the trance. Actually, the gestures are only hocus-pocus and have nothing to do with putting a person into a state of hypnosis.

WHAT IS HYPNOTISM? About now you are probably beginning to wonder "all right then, exactly what is hypnotism, what is the state called hypnosis"? Well, no one knows for sure — the mind is a very complex mechanism and its capacities and capabilities are still not fully understood because we do not,

as yet, know how to fully explore them.

So what then is the strange mystic strength of the human mind that constantly performs whether consciously, unconsciously or subconsciously? You may ask: what combination of chemicals or electrical energy, or arrangement of the cells of the human brain enables a man to reason or to think — or to be 'hypnotized'? Well, we come to a dead end here because no one knows. No medical doctor or psychiatrist has yet been able to untangle the mysteries of the mind and tell exactly why it performs as it does. Many theories have of course been advanced but only one conclusion can be reached: that what we call 'hypnotism' or the state of 'hypnosis', is a mental phenomenon as old as mankind itself. It has, in fact, been known throughout the ages by many names including magnetism and mesmerism.

MESMER AND MESMERISM

Let us pause momentarily and take in a little history and see how the word "mesmerism" came into use. The following description is taken from an encyclopedia: "Hypnotism — a peculiar state of cerebral dissociation distinguished by certain marked symptoms, the most prominent of which is a highly-increased suggestibility in the subject. The hypnotic state may be induced or it may occur spontaneously. It is recognized as having an affinity with normal sleep and likewise with a variety of other conditions, among which may be mentioned the trances of Hindu fakirs and savage medicine-men. In fact, in one or another of their forms, hypnosis and its kindred have been known in practically all countries and all times. Hypnotism is no longer classified with the occult sciences. It has gained, though only within comparatively recent years, a definite scientific status and no mean place in legitimate medicine. It is now employed as one of the chief working tools of psychotherapists and psychoanalysts. Nevertheless its history is inextricably interwoven with occultism and even today much hypnotic phenomena is classed as 'spiritualistic'".

As far back as the 16th century, hypnotic phenomena were observed and studied by men of science, who attributed them to *magnetism*, an effulgence considered to be radiating from every object in the universe, in a greater or lesser degree, and through which all objects might exercise a mutual influence one on another. As it happened, Antoine Mesmer, an Austrian doctor, became impressed with theories regarding magnetism and in 1778 went to Paris where he began to employ certain methods one of which was to sit patients around a circular vat in which certain substances were mixed. Each patient held one end of an iron rod, the other end of which was in the vat. In due time a "crisis" occurred when the patients began to cry, laugh and have convulsions which were then superseded by lethargy. Many claimed to have had their problems healed. But the government appointed a commission to investigate the phenomenon and it duly reported, in effect, that there was no

such thing as 'animal magnetism' and referred the facts of the crisis to the imagination of the patients! The report had the effect of quenching to a considerable extent the public's interest in 'animal magnetism' or 'mesmerism' as the phenomenon started to be called, and placed it in an unfavourable light, at least for a time.

Let us note in passing, that for ages there has been a belief (or a knowledge) that a 'mysterious force' exudes from the body. Paracelsus called it **munis**; a century later Van Helmont labeled it **magnale magnum**; this was followed by Mesmer's 'animal magnetism', Reichenbach's 'Od'; Bergson's **élan vital**, Driesch's '**entelechy**' and Keely's '**motor force**' ... and so on down the line.

THE KEY TO MAGIC (2) As Madam de Steiger said "mesmerism is the key to magic, known to every race and time". If the truth were known, it would probably be found that all the wonders of the primitive medicine men and all the tales recorded throughout history about witchcraft and magic, have the phenomenon of hypnosis as their foundation — even though those ancient practitioners didn't know what it was. They just knew they had something — and that it worked. AND HYPNOSIS WILL WORK FOR YOU TOO, FOR HYPNOSIS HAS TO DO WITH ACCEPTING SUGGESTIONS — WHETHER THESE SUGGESTIONS ARE GIVEN TO YOU BY A HYPNOTIST (OR OPERATOR), OR WHETHER THEY ARE GIVEN TO YOURSELF BY YOURSELF, OR WHETHER YOU ACCEPT THEM UNCONSCIOUSLY.

There are no mysterious words that a hypnotist mumbles, he merely makes suggestions which cause you to relax your body — because we know that when the body relaxes, when muscular or nervous tension is removed, the mind, the conscious mind, is subdued in some manner that we don't understand — and when the conscious mind is subdued, when the conscious mind recedes, or is narrowed, or is held back — it is then possible to alert what is called the subconscious mind and give it suggestions. These suggestions are usually accepted and acted upon while the person is **relaxed** or 'hypnotized.' Bear in mind it is the conscious mind which reasons, deducts and analyses. The subconscious mind, the Chief Engineer, is unable to reason, it simply accepts whatever is passed to it, acts on it and carries it out.

ADVERTISING Now, we are at the receiving end of suggestions every minute of our normal wakefulness. Every newspaper, magazine or billboard displays suggestions that we buy this or that brand of merchandise. Radio and television yell at us or talk softly about their products and sometimes they skillfully sneak in a suggestion so subtly that we are caused to subconsciously accept the suggestions about the product.

We are into such a vast subject that I must be careful less I digress. The information being divulged to you here, if you will take it and cogitate upon it, will open a huge book of knowledge to you. With just a little thought for example, you can understand how the public mind can be (and is) manipulated and influenced in subtle ways through the mass media, whether for commercial, religious or political ends, and that, indeed, 'advertising' draws on principles which once belonged to the domain of magic. (Whether it is "black magic" or "white magic" is simply dependent upon the motive.)

THE POWER OF SUGGESTION I have mentioned advertising only to give an illustration of the power of suggestion ... but suggestion can be much more subtle than the familiar advertisements, for example: we all have had the experience of seeing someone yawn - and what happens? Well, the chances are that you yawned too. The person who yawned did not intend to suggest that you yawn, but the fact that he did yawn was sufficient suggestion to cause you to yawn also.

HOW DOES IT FEEL TO BE HYPNOTIZED? Many people wonder how it feels to be hypnotized. It is not possible to attempt such a description because different people react differently. The best way to describe the state of hypnosis is simply to say that one experiences a feeling of complete and wondrous calm, mentally and physically. You do not experience a "blacking out", you do not feel drugged, you feel only completely relaxed mentally and physically. This is why, for the first time, many people feel they were not hypnotized - for they expected to float away on a pastel coloured cloud! Or they expected something different or unusual - because they have been misled to believe otherwise through the great amount of misinformation which has been propagated about hypnosis.

H-Y-P-N-O-T-I-C-...-S-T-A-T-E-S

THE HYPNOIDAL STATE With the possible exception of a very deep trance, the hypnotized subject is fully aware of what is going on about him, he hears the operator's voice clearly and he hears other noises in the room, as well as sounds normally audible outside the room. This is typical of the state known as light trance, also called the hypnoidal, this word being defined as "akin to sleep". In this state of light trance there is complete awareness of what is going on, you do not become unconscious, you are just relaxed. A definite change is also noticed in the breathing; it will become more rapid, then there will be a gradual slowing down with the subject taking deeper and deeper breaths.

INTENSIFICATION OF SUGGESTION During hypnosis suggestions become intensified to points of unimaginable

degrees and there is a tremendous sensitivity at the point of the hypnoidal state. Although the state of the hypnoidal is to all outward appearances a light state of hypnosis, it is a powerful state. This could, arbitrarily, be classified as a state of mind where the conscious and subconscious mind are on the same level. Anything that is said is taken literally and if the suggestion does not take hold immediately, you can nevertheless be sure it was recorded in the subconscious.

Suggestions can either be given to one's self ('auto') or to someone else ('hetero'). 'Posthypnotic suggestion' means a suggestion, given while in the hypnotic state, which is to be carried out after you have 'awakened'. There is a synchronizing process when you have entered the hypnoidal state. The synchronizing takes place between the conscious and subconscious mind. They are, arbitrarily, on the same level and so what the conscious mind cannot do, the subconscious mind can do. Consequently, if both minds are working together, there is heightened capacity of the individual.

REACHING THE SUBCONSCIOUS Hypnosis enables greatly intensified suggestion to reach the subconscious. The conscious mind normally "screens" everything that comes to it and either rejects it or accepts it and allows it to pass into the subconscious, but when the conscious mind is calmed, or should we say, subdued, direct access to the subconscious becomes possible — and it is the subconscious mind that makes things happen.

USEFULNESS OF HYPNOSIS Let us consider the use or the usefulness of hypnosis. Let us gaze into the realm of using suggestion for eliminating mental blocks, for example, if there are such things as mental blocks. Do we not hinder ourselves for one reason or another, whether consciously or unconsciously? What is the cause of the conscious hindrance? One might hypothesize and say that for our own protection and self-integration we have set up mental blocks, to establish an equalizing process which in most cases is unconscious. For to accept consciously, for us to feel that we do not have the extensive conscious knowledge of ourselves that we thought we had, would be disconcerting to us — so we throw this realization into another realm and let it lie there ... until a reason comes along to begin probing — for psychotherapeutic reasons or otherwise — then we find there is a "blockage" we would not have dreamed to be there.

With hypnosis we can dissolve these blocks and let the consciousness view all the material that comes up from the unconscious with a reasonable objectiveness.

CATALEPTIC STATE 1st stage. The second hypnotic state is called the cataleptic, a medium or medium-deep trance in which one experiences a feeling of deep and wondrous calm and relaxation. When one begins to enter into the first phase

of the cataleptic state, it becomes definitely obvious that the respiration is slowing down, along with a pronounced heaviness. You have the feeling we have all had when we are in our beds and about to go to sleep, it is that pleasant drifting, dreamy feeling, that delightfully pleasing tug-of-war between semi-consciousness and sleep. At this point the hypnotized subject is still aware of the hypnotist's voice and at this stage of the trance one is most co-operative and can perform the operator's suggestions with greater ease.

CATALEPTIC STATE 2nd Stage. There are several sub-states in catalepsy — in the second state there may be a feeling of being physically disoriented. For example, when you enter into the cataleptic stage you have conscious awareness but you are not aware of your body. If you were to awaken immediately to the normal conscious waking state, you may have the feeling of not knowing where you are. The thought could be — am I just waking up in the morning? But after a few moments you are quickly oriented again. Actually, if it should ever happen, the feeling is not a disturbing one as it wears off quickly. But this situation is completely avoided simply by giving yourself the suggestion that you will awaken feeling completely refreshed, mentally alert and feeling wonderful in every way. With this suggestion you will be oriented immediately upon awakening.

CATALEPTIC STATE 3rd Stage. In the third state of catalepsy one is only a mind and, as in the second state (or stage), one does not have an awareness of the physical body, however one knows that one is, or that one exists in the subconscious state. The subconscious mind has almost completely taken over all consciousness and this feeling of being just a mind is very pleasant indeed. You will find that to remain in this state becomes more pleasurable each time you enter it. In deep trance the subject appears to be in a deep, sound, normal sleep and perhaps to an extent he actually is. His facial muscles are slack, his breathing is deep and regular — but unlike a person in a natural sound sleep, he can hear the hypnotist's voice (or his own) and will respond sluggishly to suggestions of physical movement such as moving his hand.

There are many accomplishments to be made on the subconscious level, in the cataleptic state. You can make suggestions to yourself for improved memory, for more confidence, to stop smoking, for better health, to control appetite, to speak more beautifully, to become more psychically aware — and a host of other desires too numerous to mention. *Discretion should however be used as to the type of suggestion you give to yourself, or the suggestion you give to another if you are the operator.*

There are many aspects involved in the art of making suggestions while in the hypnotic state. Because the degree of suggestibility is tremendously heightened, care must

be taken to control whatever thought you might have at the time of being under hypnosis.

THE POWER OF THE SUBCONSCIOUS MIND While in the cateleptic state, past memories can be recalled and even relived very easily. This could be an unwise thing to attempt, since there may have been incidents in your past which you would not want to, or should not recall while working with one's self, although, if placed in proper hands, much can be gained by this recall. This would naturally depend upon the situation involved. You can formulate in your own mind when the time is right to begin bringing back past memories, always keeping in mind the power of the subconscious mind. We can say roughly that the subconscious mind is several times more powerful, in every way, than the conscious mind is.

SOMNAMBULISTIC STATE There is a third hypnotic state which is the somnambulistic, or, as it is often referred to, the "sleepwalking" state, which is commensurately correct. This is the deepest of the hypnotic states. There is a tremendous amount of subconscious power in this state where operations may be performed and many other medical treatments can be given.

In self-hypnosis you will generally experience the light trance, medium, or medium-deep trance. As you become proficient you will recognize the difference. Each time you enter the hypnotic state, it becomes progressively easier with every induction.

The ability to induce the hypnotic state is perhaps as much of an art as it is a science. The science you can learn but the 'art' you must develop as you practice and work at it.

-O-O-O-O-O-O-O-

CLASSIFIEDPart II

We continue on the topic BE YE THEREFORE PERFECT..... and we are considering the use of hypnosis as the means of attaining this goal.

THE RELAXED STATE Before we get into the main part of our lecture for tonight, let us raise a few points and refresh our minds on others. Because of the misuse and abuse of hypnotism by stage performers and showmen, the term "hypnotic trance" has acquired a negative connotation and I prefer not to use it. There is a particular name we use in the Secret Schools but I will not divulge it here, from now onwards I will therefore speak mostly of the **relaxed state** which is the same thing.

With regard to the conscious and sub-conscious mind: actually there is only one mind but for convenience we refer to its conscious, subconscious and superconscious phases ... just as, for example, there is only a house but we speak about the living room, the kitchen, the bath room, etc., for convenience.

THE CONSCIOUS MIND The conscious aspect of the mind is that phase of our mind over which we have control. Through the use of the conscious mind we think, reason, deduct, analyze and so on.

THE CHIEF ENGINEER The subconscious aspect of the mind does not have the capability to reason. The subconscious mind is the willing and faithful servant that accepts and obeys without question all suggestions, commands and requests passed to it. The subconscious does not know whether the message it receives is good or bad, or right or wrong. It is not concerned with ethics or morality, etc. To emphasize its characteristic, we will replace 'subconscious mind' by **CHIEF ENGINEER**.

Also, in our last lecture, we indicated that the way to attain perfection, the method which has been known and used by occultists and mystics throughout the centuries ... is the technique that has come to be known in the profane world as 'mesmerism' or 'hypnotism'. We have indicated that these words have acquired an unpleasant tarnish because of their misuse. This in turn has deterred many people from investigating the science and benefiting from it. We will not be discouraged by the silly opinions or by all the nonsense one hears about 'hypnotism' from the uneducated ... we wish to understand what 'hypnotism' actually is and to be able to use it for our benefit. Let us therefore carry on with our investigation:

THE METHOD OF THE MASTERS The "relaxed state", the "trance state", "hypnosis", "mesmerism" or whatever

descriptive word you wish to use, is the means and technique used by the Great Masters and its use will see us well along the Path. It was used in the Secret Schools throughout the ages and while it is no longer classified as an "occult science", it remains the Golden Key of the Secret Orders.

We must belabour this point for herein lies the secret of your success. **YOU ARE DEALING WITH YOUR OWN SELF-IMPROVEMENT, YOUR OWN PERFECTION!** It would be prudent, therefore, for you to obtain and press into use every bit of useful information you can put your hands on regarding this science. There are several excellent books on hypnotism available. One such is

It would be well worth your while to obtain a copy of this publication. You should also scour second-hand book dealers for out of print publications.

THE TIMES OF NATURAL RECEPTIVITY The most receptive periods for everyone, in relationship to passivity and suggestibility, are the times of going to sleep at night and upon awakening in the morning. It would be wise for you to hold especially at these times, positive, constructive thoughts.

Speaking to a person, when that person is sound asleep, will reach them subconsciously. Parents may use this technique to speak to their children when they are asleep and give them positive suggestions.

ON GOING TO SLEEP When the muscles of the body are relaxed upon going into a normal, natural sleep, you arise in the morning feeling refreshed. If you go into sleep with the muscles tense, the subconscious holds the tension throughout the night and consequently you will awaken feeling tired and heavy, which will gradually disappear. But the same cycle will reappear unless relaxation is attained. Once attained you will attain a conditioned action.

As mentioned previously, muscle relaxation is a prerequisite for working with autosuggestion, or for reaching any degree of depth in hypnosis. This will proportionately be determined by your motivation and the amount of success achieved in the initial stages of relaxation.

At the time of drifting off into sleep at night -- this is the autosuggestive state of mind and at this time you can greatly utilize the power of the **CHIEF ENGINEER**. **Bear in mind, with all the past conditioned actions we all have, it takes a repetition of the particular suggestion you desire, to bring it into everyday activity.** Therefore put this natural period to good advantage.

As you lie in bed before going to sleep, you may attract many ideas, knowledge and material success by holding the picture of your object upon your mind before going to sleep, such as holding a mental picture of yourself

doing that which you desire. Eliminate the thought of anything being impossible, for with practice and perseverance, one will succeed in anything he desires. This must be practiced in a calm and serene state of mind. When you have a picture of that which you desire, hold it, and if the mind wanders, bring it back. It is in the state between wakefulness and sleep that the intensity of the suggestion is most powerful. Hold in your mind, at night, as you drift off to sleep, the particular goal you wish to accomplish and have no doubts about achieving success.

The secret of attaining success has to do with **receptivity**. The **relaxed state** whether purposely induced or as it occurs naturally between sleep & wake, is a **period of RECEPTIVITY**. Make good use of it.

ON AWAKENING The period of awakening on mornings is certainly a moment of passivity and with this you can hold mental pictures more easily upon your mind without the usual conscious interference which you would ordinarily have during the day, in the midst of your usual activities. Be very conscious of ideas, thoughts, or "messages" that appear in your consciousness when you awaken on mornings, or when emerging from the **relaxed state**. It is at these times, especially, that the Chief Engineer speaks to you. If you will hold in mind at night as you drift off to sleep the question you wish answered, you will find the answer there immediately on awakening next morning.

I N D U C I N G R E L A X A T I O N

Notice how the tid-bits of information and instruction you received along the way (with greater or lesser interest and application on your part), is now being presented to you again, this time more potently.

FORMULATING YOUR COMMAND TO THE CHIEF ENGINEER In the task of formulating the proper suggestion, do not go immediately into the working of autosuggestion — there must first be a period of physical relaxation before you can rest and slow down the mind sufficiently to the point of eliminating the physical conscious interference which you would normally encounter.

Most persons who try to relax and release tension are so consciously aware of it that they often fight themselves! *What must be induced is not a physical strain but a physical passivity, with the release of **tension** from the **MUSCLES** within the body.* Once you can accomplish this you can then give yourself suggestions of slowing down the thought processes. This is accomplished several ways: one is to withdraw the conscious awareness from the area of the body

by picking an object of fascination (a "target") and focusing your attention upon it. This brings about a cessation of the blinking of the eyelids; consequently there is no electrical impulse recorded on that area of the brain and there is a decrease in conscious awareness. (When the eyes are open and the eye lids blink, an impulse is registered and conscious awareness is retained. When there is no blinking, passiveness results.) Try to remember to have the eyelids remain stationary for as long as possible without strain on the eyes; when you feel there is too much strain, close the eyelids and keep them closed. Here is where you must be able to carry on in the formulation in the mind of your suggestion.

USE OF THE BREATH IN RELEASING TENSION *The breath is an important factor in the release of tension from the body.* When the breathing becomes slower, your thoughts begin to decrease. This is to say, your breathing, or respiration, and the rapidity by which thoughts pervade your conscious mind, are so closely correlated that, *by slowing down one or the other -- the thoughts or your breathing -- you can automatically bring about a release of tension from your body; consequently, you are able to intensify your thoughts, bringing about a very soothing physical and mental relaxation.*

TECHNIQUE OF PROGRESSIVE RELAXATION There are various avenues you can take in preparation for working with autosuggestion. There is a technique of progressive relaxation, starting with the tips of your toes and working to the top of your head. Concentrate on each individual part and as you do this, move the part you think of. Go over your body mentally and when you feel that a degree of relaxation is reached, hold a mental picture of an object, for instance a rose, and continue to think of this rose without letting any other thought come into your mind. If it does, (which can be expected), do not entertain this thought ... quickly return to the rose. And as you concentrate on the picture of the rose, you will begin to notice a slowing down of the respiration, for the longer you can keep your mind on a single object you lose conscious awareness of your body ... which is the inhibiting factor in working with autosuggestion, or self-hypnosis, as well as with all mental or psychic work ... and this is why you should not cross your legs when going into a state of relaxation as this tends to produce a continuing conscious awareness of the body.

REALITY The mind may be used for good or evil, depending upon the individual interpretation of the term good or evil. In this particular interpretation, we mean positive and negative, or constructive and destructive, as in regard to the type of suggestion you are given, or you give to yourself.

Reality is the idea or the perception the individual has formed within his own mind. Reality, to him, may

represent a hectic and hostile world and the niceties could be the non-reality. It is how you perceive or interpret it.

THE "CAN'T DO" CONSCIOUSNESS Most individuals have and hold the idea in their minds that, even before they start a task, they tell themselves "I can't do it" and with this statement, the Chief Engineer, if told so over a period of time, finally activates the idea of "I can't" and it becomes a conditioned habit, a law for that person. If you ever have a situation where you are unable to recall something, instead of either repeating verbally or mentally "I can't", give yourself the suggestion, "it will come to me", and you will be surprised that in a short time you will have the answer. With a little thought you can replace deterring ideas that have become bad habits with positive ones. After a period of time this will become conditioned reflex. **YOU CAN CHANGE YOUR LIFE BY ALTERING YOUR THOUGHTS!**

THE WAY TO PERFECTION Positive affirmations are useful helps in impressing the Chief Engineer. Just remember it took you many years to establish a habit and it may take more than one message to the Chief Engineer to have him set a new course. By using the period known as the **relaxed state** you have a **SURE AND CERTAIN WAY** to "program" yourself (to use modern parlance) to correct all negative patterns within yourself and to open new attributes which may seem miraculous to others.

This entire subject of hypnosis is an interesting and useful study. Think of religious ecstasy and "speaking in tongues". Think of tribal dances and Voodoo ceremonies where the trance state is brought on by the rhythm of a drum. Think of the fire walkers in the South Pacific Islands ... how do they do it? Think of the Oracles of olden times who spoke prophetically while in a "trance". Think on these things, understand the underlying principle, then put it to work for YOU.

THE GREAT SECRET OF THE ALCHEMISTS

THE GOLDEN KEY OF THE SECRET ORDERS

Suggestions reach subconscious levels more completely when one is in the **relaxed state**.

After an idea has been accepted by subconsciousness, it becomes a law in that person.

The **relaxed state** occurs naturally at the times of drifting off to sleep at night and awakening on morning.

In addition, the **relaxed state** may be purposely induced or one may be unconsciously lulled into it.

During the **relaxed state** one is very susceptible to the receipt of suggestions.

Achieve the **relaxed state**, then give yourself suggestions in short sentences which are always positive.

Repetition will firmly establish the suggestions in the subconscious mind and they will be faithfully carried out by the Chief Engineer.

There are many experiences to be had in the **relaxed state**, which is not dangerous -- such as pictures of previous incarnations, astral projection, adoration, contact with the Superconscious and from there, with the Universal Consciousness, which is GOD.

BE YE THEREFORE PERFECT.....

-o-o-o-o-o-o-o-

CLASSIFIED

Personal & Confidential

Part III

In this lecture we will disclose to you the transinduction method we prefer. Bear in mind, as you study this science, you will discover many ways to induce the **relaxed state** however, the method we will share with you, is a preferred method of professionals. Your immediate goal is to become adept at inducing the "relaxed state". That is what the transinduction method will enable you to do. If you do not have a tape recorder, or, if you prefer, you may work with a close friend who will assume the role of 'operator' who will follow the script. Or again you can study the transinduction script and speak directly to yourself, mentally. Although we have given a word by word procedure, what is given is only a guide.

After you read through the transinduction method you will be able to better follow what is being said here: your immediate goal is to learn to put yourself into the **relaxed state**. It is actually easier, and takes less time to do — than it takes to describe it. Remember what you have been told: it is more an art than it is a science.

When you have mastered the technique you will then proceed without the benefit of a tape recorder — or assistant. The tape recorder, or assistant (operator) is only to help you to learn how to enter the 'relaxed state' condition in the beginning.

After you are able to enter the relaxed state easily, you will dispense with the tape recorder (or with the services of an assistant) and then you will be ready to put your ability to good use.

NOTES

- 1) When it is time for you to 'wake up' and return to your normal state of alertness, you simply say to yourself, mentally, "on the count of three you will be wide awake, alert and feeling completely refreshed. One - two -three - open your eyes."
- 2) *You always speak to yourself as if you were speaking to another person. You do not say "I'll be wide awake." Say, "you will be wide awake, alert ..." and so forth. Say it to yourself, mentally, as if you were talking to another person.*
- 3) Don't worry or be concerned that you might not wake up! A hypnotized person can wake up anytime he wishes, regardless of what the operator (or hypnotist) says (if you were working with one), and contrary to what you may have heard or read!

- 4) The 'hypnotic trance' is a natural state. It is a state you have probably already entered many times! The only mysterious thing about it is that you did not know it was a 'hypnotic trance'!
- 5) 'Hypnotism' opens the door to the inner mind, therefore care regarding the many possibilities must be exercised.
- 6) Remember the subconscious aspect of the mind does not have the capability or capacity to reason. It immediately and blindly obeys suggestions given to it. Suggestions reach the subconscious levels more completely when one is in a relaxed state. Upon entering the "relaxed state" give your suggestions in short sentences which are always positive. Also use positive affirmations. Repetition will firmly establish the suggestions as a law within you.

THE PREPARATION

- 1) Sit in a straight chair, preferably one with arms and a back high enough to support your head. If this kind of chair is not available use a reclining chair, or a couch, or a bed. Do not cross your feet (as this heightens body awareness).
- 2) After arranging where you are going to sit or recline, pick out some bright, shiny object in the room that you can easily see from where you're sitting or lying. This bright object should be at an elevation above the level of your gaze to the extent that from the position you select, your eyes will be directed slightly upward. This object we will call the TARGET and it can be most anything — a lamp, any metal work within the room, some piece of decoration — anything.

As a matter of fact, you can use a thumb tack — stick it on the wall or on the ceiling, or you can use a small colored light bulb of low wattage. Personally I use a $7\frac{1}{2}$ watt blue light bulb which is about the size of a walnut and which gives a soft, restful, relaxing glow.

Now after you have selected your position, either in a chair or on a couch or a bed, arrange to have the target at least 6 or 7 feet from your eyes — and remember: slightly above your level gaze. The target should be in a position so you can easily see it without getting your head in an unnatural position.

And now this important point: when you are about to undertake the transinduction be certain you won't be disturbed!

Be certain that your entire body: arms, head, shoulders, legs, body, are completely at ease. Feel free to move and adjust your body so that every part is in a comfortable position.

Have the volume level of the tape recorder suitably adjusted and have the controls nearby so you can turn the machine off, or make adjustments if necessary.

THE TRANSINDUCTION

You have taken up your position as instructed, you are gazing at the target. You will go through the transinduction either with the aid of a tape recorder, a friend (operator), or mentally.

"Look steadily at the target -- keep your eyes steadily on the target and don't let any distraction cause your gaze to shift or waver -- just look steadily at the target and pay close attention to what I say.

"Your ability to be relaxed and enter the trance state depends on your complete cooperation from this point onwards.

"As you continue to look steadily at the target your complete cooperation is absolutely necessary from now on. Please do not try to analyze what I am saying or why I am saying it -- please do not try to anticipate what I may say -- just give yourself completely to my suggestions.

"Please pay close attention to what I say and let yourself cooperate completely. There is nothing mysterious about relaxation -- soon you will be completely and deeply relaxed -- completely calm mentally and physically.

"It will be a very pleasant experience -- one that you will enjoy -- it will be an experience you will find easy to achieve.

"Continue gazing at the target -- eyes fixed on the target -- body completely relaxed -- just let your body go limp -- just let your body sag -- as you look at the target you will notice it begins to blur -- to go out of focus -- this is quite normal -- so keep your eyes on the target -- just RELAX and keep looking at the target.

"Very soon now you will begin to be aware that your eyes are getting tired -- your eyes will begin to blink -- your eyelids will get tired and heavy -- and you will find it difficult to keep your eyes open. So as you continue to gaze at the target let your body relax more and more -- more and more -- let every muscle become limp and relaxed, limp and relaxed -- limp and relaxed -- you will notice that your feet are beginning to feel heavy -- your feet are relaxed and beginning to feel heavy -- and your legs are heavy and limp -- legs heavy and limp -- and relaxed.

"Your arms are relaxed — and limp — and heavy — arms limp — and heavy — and relaxed.

"Your shoulders are sagging — sagging — relaxed and heavy — neck muscles limp and relaxed — neck muscles limp and relaxed.

"Relax the face muscles — jaws loose — and relaxed.

"As you continue looking at the target you are relaxing more and more — feeling every muscle of your body becoming limp — your body feeling tired — and heavy — a pleasant heavy feeling stealing over your body — and now your eyelids feel very heavy and you begin to feel drowsy and sleepy — the eye lids — so tired and so heavy — the eyes are becoming very tired looking at the target — the eyelids are getting heavier and heavier — the eyes are blinking — the eyes feel strained — strained and tired from looking at the target — and it is very difficult to hold your eyes open.

"You are relaxing more and more — just letting yourself go — just letting yourself go limp — relaxing more and more — body becoming limp and heavy — eyes SO tired — eyelids SO tired and heavy — you are becoming drowsy — more and more drowsy — and tired — and sleepy.

"In just a moment now you will find you just can't keep your eyes open — its going to be so nice and restful to close your eyes — its going to be so comfortable having your eyes closed — the strain on your eyes is getting greater — and greater — and greater — your vision is becoming blurred — the eyelids are getting heavier — and heavier — and heavier — feel how heavy your eyelids are — the eyelids are so tired — and so heavy — you find it impossible to keep them open — you find it impossible to keep your eyes open any longer — your eyes are closing — your eyes are closing — SO tired — SO heavy — SO heavy and tired — they are closing of their own accord — let them close now — let your eyes close — that's it — your eyes are now closed — you feel so much more relaxed now that your eyes are closed — so feel as if you're sinking down, down, deeper and deeper into this pleasant relaxed condition — and you will continue to go deeper and deeper into this pleasant, RELAXED, drowsy feeling.

"In just a moment I will begin to count, I will slowly count to seven and as I call off the numbers you will feel yourself sinking deeper and deeper — becoming more and more drowsy — the body becoming more and more RELAXED each time I call a number as I slowly count to seven.

"When I get to seven you will be so wonderfully RELAXED — so completely RELAXED — you will feel so pleasantly drowsy that you won't want to move — you will just want to go on RELAXING until its time to wake up.

"Remember now — as I count — you will go deeper and deeper — becoming more and more relaxed — and as I call the numbers you will feel yourself becoming more and more limp — more and more RELAXED — deeper and deeper.

"One — let yourself go now — feel yourself sinking — going down — down — pleasantly down — deeper and deeper.

"Two — Its a very pleasant sensation as your body responds — relaxing more and more — feeling yourself going down — down — down.

"Three — more and more relaxed — its a very pleasant feeling as you feel yourself becoming more and more RELAXED — more and more relaxed — deeper and deeper — deeper and deeper.

"Four — you feel yourself sinking deeper and deeper into this wonderful feeling of complete relaxation — all the way down — more and more — now, let every muscle just go limp — you feel this pleasant — this very pleasant lethargy creeping, stealing over your body, as you sink deeper and deeper into this pleasant state of RELAXATION.

"Five — more and more now — you feel yourself going deeper and deeper — deeper and deeper.

"Six — deeper yet — you feel this wonderful lethargy sweeping over your entire body — every muscle and tendon — every nerve and fibre of your body — so pleasantly relaxed — so limp — so soothingly relaxed — you are SO drowsy and SO limp and SO RELAXED — so drowsy — so limp — so relaxed — its such a wonderful feeling —

"Seven — now you're completely relaxed — mentally, physically and emotionally — your mind is calm and at ease — your mind is at peace — your body is at rest — in a deep state of RELAXATION — and you will continue to relax like this until its time to wake up — until its time to become alert — I'll tell you when, so you have nothing to worry about — nothing to do but listen to my voice.

"And now — while you are completely relaxed I want to assure you that the next time you undertake to go into this state of relaxation you will relax even quicker than you did this time — and it will become easier and easier for you to relax — and you will find yourself relaxing quicker and without effort — and you will find it to be very, very easy.

"This wonderful feeling of complete relaxation — this wonderful state of calmness and receptivity — this wonderful state of profound compositure is something you will look forward to — something you'll want to achieve again and again.

"I want you to establish within your mind now -- a key word -- a word that you will use to quickly achieve this state of relaxation -- a word you will use when you are not listening to this tape -- I want you to listen to me as often as you feel it necessary -- listen to me as many times as you feel necessary to establish the relaxing procedure -- but your ultimate goal is to relax yourself quickly, without effort, no matter where you might be, regardless of the surroundings or the circumstances.

*"So after you have listened to this tape several times -- use the following relaxing procedure without the benefit of this tape: -- you will relax yourself by using a key word and the key word is the word RELAX -- the key word is the word RELAX -- the word RELAX is your key word -- when you are ready to relax yourself you simply close your eyes -- begin to breathe deeply, and regularly -- as in a natural sleep -- you are to breathe regularly and slowly -- regularly -- slowly -- and as you exhale each breath, say to yourself mentally -- not aloud but to yourself -- mentally -- say to yourself the key word: RELAX. As you exhale with each breath -- say the key word: RELAX -- exhale -- **relax** -- say it SLOWLY as you exhale: RELAX.*

"You will be pleased how quickly you'll relax, relaxed as you are now -- and you'll be pleased how quickly you will relax, when you say the key word, RELAX.

"You will not say the key word RELAX out loud -- you will not say the key word aloud -- you will say it mentally -- to yourself, as you exhale -- RELAX -- and soon the key word will enable you to relax completely in just a few moments -- your body and your mind will respond quickly to the key word and soon you'll be able to relax in just a few moments -- just as you're relaxed right now.

"And I assure you there is no concern in using the word RELAX in casual conversation when you're awake -- the word relax will be a key word only when you intend to use it for relaxing like this.

"And hereafter -- when you're completely relaxed -- like this -- you'll be able to give yourself suggestions or instructions -- and you will find the suggestions you will give yourself will be actually carried out -- and you will be greatly pleased with the results.

"Now here is the wake up procedure you will use to bring yourself back to a state of normal composure and alertness -- here's how you'll wake yourself up -- you will always know when its time to wake up or become alert and I assure you that waking up or becoming alert is very easy -- for you always have complete control of your mental faculties at all times -- you always will recognize when its time to wake up.

"When you're relaxed you will have complete control of your mental faculties at all times — so hereafter you will always awaken yourself — you always will alert yourself in this manner: you will say to yourself "its time to wake up and be alert — on the count of three you'll be wide awake and completely refreshed."

"All right — ready to wake up — 1 - 2 - 3!

-O-O-O-O-O-O-

Remember you always speak to yourself in the third person singular: you always address yourself, you always give yourself suggestions or instructions as if you were speaking to or addressing another person. Always say to yourself you will do this; or, you will wake up; or, your head will stop aching; or, you will not be emotionally upset, etc.. .

Always come out by telling yourself that you will awaken feeling refreshed, alert and in complete command of your mental faculties. This is to prevent any feeling of disorientation.

-O-O-O-O-O-O-O-

We are suggesting you obtain the following books on Hypnosis — write to Wilshire Book Company, 12015 Sherman Oaks Road, No. Hollywood, California 91605-3781, U.S.A.

Ask for the catalog of books on hypnosis and self-hypnosis by Melvin Powers.

We are suggesting these two important books to be read in this order:

First: The Magic of Rapport by Jerry Richardson.
Obtainable from Meta Publications, P. O. Box 565,
Cupertino, California 95015.

Second: Frogs - into - Princes by Richard Bandler and John Grinder. Obtainable from Real People Press
Box F, Moab, Utah 84532
U.S.A.

And we wish to suggest this excellent out of print book if you can possibly find a copy: Principles of Spiritual Hypnosis by Peter D. Francuch, Ph.D., published by Spiritual Advisory Press, Santa Barbara, California 93111.

And of course any book by the famed Milton Erickson M.D. !

Follow these leads!

NOTES, RECAPITULATION, FURTHER INFORMATION and a **self-test quiz**.

A "The key to magic" as it has been called should be pursued by all Companions to greater depths. There are many good books currently available. Also search for out-of-print volumes in second hand book stores.

B Subject yourself to self-analysis, notice those things about yourself that could be corrected, then using auto-suggestion proceed to implant within your mind the positive attributes that will replace your shortcomings. You must strive to attain a balance, for to over develop any characteristic makes it a fault. Serious over-development can lead to delusion, even insanity. (see item P).

C Think about this: persons congregate at church or at meetings, or sit in front of television sets, etc. The speaker (or the program) lulls them into a state of receptivity. In this relaxed state their minds are opened and they easily accept impressions and suggestions without even knowing they have been impressed. Hearing the same message again and again sinks it deeper and deeper into their subconsciousness. Soon, it becomes a 'truth' for them. They have actually been 'brainwashed'.

D Reality for the person is what they accept as truth. This truth is usually a matter of **opinion**. Whether the reality has any actuality, whether it exists as a fact outside that person's mind is quite another question ... but for the person ... that is the way it is.

E Achieving first the **relaxed state** is the basis and fundamental prerequisite to success in most mystical, psychic and occult work, in 'meditation', visualization, prayer ... and the whole gamut which, bundled together, is called 'metaphysics'. Those who have been participating in mystical practices, who have been thrashing in the air ... will now find their wings and begin to fly after very carefully studying this lecture series, extracting the pearls and using them. Priests doing the Mass should take special note.

F After you have mastered the art of entering the **relaxed state** proceed to give yourself your own special instructions for self-improvement and for whatever other work you wish to accomplish. You will respond to the suggestions completely and to your satisfaction. They will become powerful laws in yourself and you will be pleased with the results.

G You can begin to give yourself suggestions from the very first time you enter the relaxed state. Your priority is to learn to enter the relaxed state quickly and completely

and on your own (i.e. without the use of the tape recorder or an assistant) regardless of where you may be, or regardless of the surroundings. In addition, give yourself positive affirmations during the day.

H When you enter the relaxed state you are always in complete control of your mental faculties, you are in complete control of yourself in every respect and you have complete control over your self in mind and body at all times.

I We live in a world of duality and there are positive and negative aspects to everything. The correct way to overcome a bad habit is not so much to suppress it but to REPLACE IT with its opposite, positive quality. Your aim is to achieve a BALANCED EQUILIBRIUM.

J At the moment of drifting off to sleep at night you may hold in your mind a question you wish answered. You will find the answer there when you awaken in the morning. Use each opportunity of going to sleep in a useful way. Give yourself positive suggestions, such as: I am in excellent health, etc. Or drift off to sleep with beautiful thoughts of peace, love, and harmony with all creation.....

K The technique of "hypnosis" has been known and used by the Secret Schools throughout the ages. Many seekers have affiliated with the popularly advertised "arcane schools" searching for various ways and means to bring about transformations within themselves, to develop their innate powers and so on. After years of membership the seekers have been given loads of chaff and barely a few grains of wheat. They have never had the Golden Key imparted to them in direct language. Why is this? We will not pretend to answer for these schools or to offer an excuse for them. But we can tell you this: many "schools" hypnotize and brainwash their students in subtle ways, i.e. "if there was a quicker road to the goal, we would know of it before anyone else....." etc.. To acquaint students with hypnotic techniques and methods that would awaken them to their own methods would be to weaken their grip on the same students!

L What can be unfortunate about the use of "hypnosis" ? ITS MISUSE. Let us recall these lines from Part I: "During hypnosis suggestions become intensified to points of unimaginable degrees and there is a tremendous sensitivity at the point of the hypnoidal state. Although the state of the hypnoidal is to all outward appearances a light state of hypnosis, it is a powerful state."

M Now what happens to a person who gets a particular notion or an idea which is accepted to such a depth that it becomes an unshakeable reality and a dominating drive? This person can become deluded, even insane. For example, you very often hear of persons who believe they are some special character such as "Ninja Man",

or "Wonder Woman", or others who fancy themselves to be monarchs and soon begin to act in a regal manner, walking around in public wearing a crown and carrying a scepter.

O Of course most people who are deluded did not become so though accepting suggestions during a self-induced hypnotic trance! And it is hardly likely that any of our Companions, who are mature and sensible, will abuse it. However, having stressed the positive side of the technique, it would be remiss of me not to mention its other side with its possible dangers. The **relaxed state** allows the mind to be strongly impressed. Therefore care and caution must be exercised in using auto-suggestion.

P Let us study this excerpt taken from Beyond-Mind, by W. E. R. Mons, page 93, ISBN 0-87728-633-7, published by Samuel Weiser, Inc.. (The bold type is our accentuation): **"In the hands of someone who himself stands under the influence of a powerful auto-suggestion, his suggestive powers can almost perform miracles.** We know of an unpleasant number of such examples today, but one of the first classic cases was the German cobbler Schlater. This man had hallucinations which firmly convinced him that he had been called to spread the gospel through the length and breadth of the American continent. He barely knew in which direction America lay, let alone that it was already a haven for every bizarre sect under the sun. He sold his shop and with the proceeds sailed across the sea, clutching his Bible. He preached with fervour and laid his hands on the sick, actually healing some, and quickly established a following. He wandered southward from state to state in the odour of sanctity until he disappeared in Mexico, after which nothing more was heard of his activities. His disciples spread the news that he had risen to heaven, but in time his skeleton, still clutching the Bible, was found under a tree."

Such is the power of a dominating idea.

Q Let us keep our feet on the ground! The last paragraph simply illustrates what over zealousness can do. One becomes over zealous from too much fire. There is nothing under the sun that is absolutely without some danger ... the very next mouthful of food you eat could choke you! But chances are it wont because you have learned to eat properly. It is the same with everything else ... the moral is care and moderation in all things.

R Ever since Liber 1 we said the basic difference between people is their level of consciousness. We can now say the specific difference is in their perceptions, in the quality of their thought and in the ideas that dominate them. Receiving the Great Secret you hold the Golden Key that will enable you to develop within yourself the qualities you wish, and to overcome those you prefer to subdue.

S Keep the parameters of your mind flexible. You cannot grow if the boundaries of your mind are frozen. To become rigid is to die.

Let us now dwell a little on the following:

- (a) The 'hypnotic state' or 'relaxed state' as we have preferred to call it most of the time, is a period of great receptivity where suggestions pass easily into the subconscious mind.
- (b) One may fall into the relaxed state through one's own willful induction; or one may fall into it automatically ... as when watching T.V. for example; or one may be lulled into it by someone such as a speaker, either by his willful intention, or unconsciously by him. THERE ARE SEVERAL WAYS WHEREBY THE HYPNOTIC CONDITION MAY BE INDUCED OR PRODUCED, EITHER PURPOSEFULLY OR UNCONSCIOUSLY.
- (c) The late Albert Einstein said the problem with people is they don't think. Take a tip! Think a little and avoid being taken advantage of!
- (d) Knowledge of the results that may be obtained through suggestion, especially when people are in a relaxed state, is used by the advertising and public relations industry. It is used to influence public (and specific) opinion by commercial houses, politicians, government agencies, by ordinary persons, by persons seeking power and dominion over others ... for propaganda purposes, for good purposes, bad purposes, personal purposes.....
- (e) The principle back of 'black magic' and 'white magic' is the same. It is the motive, or intent, that determines whether it is 'black' or 'white'.
- (f) There is a subconscious telepathic exchange between the hypnotist and the one hypnotized.
- (g) In days of yore hypnotic techniques were known to and practiced by men of high spiritual development only. It was the golden key of the Secret Orders and religious hierophants. However, the 'secret' slipped out from time to time and eventually became misused and abused, causing 'hypnotism', to be viewed in a bad light.
- (h) One's 'mind' is perhaps his most important asset. Everything takes place first on the mental level or in the mind, then it 'appears' in the physical. A healthy mind is paramount for a healthy, happy and successful life. "It's all in the mind" is not just a trite saying, it is a positive fact. The key to success is to get it right first "in the mind." Almost everyone knows this key... yet very few people do it!

- (i) The world is full of poor people. The reason is because, first of all, they are poor in their mind.
- (j) "Without vision the people perish".
- (k) There is the geographical mind of people who live in a particular country. There is the racial mind covering persons of a particular race. There is the community mind of people who live in the same environment, etc. Every block of people has a mind, as you know, having learned about the Egregore. Each block of people is influenced by its mind and has its particular characteristics, attributes, even habits which influence the individuals of the block. The individual is however a free agent and is not bound in a straight jacket. We all, to some extent, 'go along with the program' and 'take things for granted' and fall in with the accepted patterns of behaviour, eating habits, manner of expression and speech, etc.. But every Pilgrim on the Path has to extract himself from the stream and hasten his own evolution. He must examine himself through introspection ... see where improvements are needed ... and proceed with corrections. You have been given the key, USE IT!
- (l) You can do all the "development" exercises you want, you can spend years and years concentrating on the psychic centers and 'chakras'..... the simple, powerful, immediate and practical way THAT WORKS is to implant your desire in your subconsciousness through auto-suggestion.
- (m) Be sure you understand the difference between the 'two' minds. The conscious mind is the thinker, the subconscious is the doer. You may have all sorts of well intended thoughts and ideas in your conscious mind but as soon as you stop thinking about them they vanish and the law which you have established, **the habit** ... goes on. Not until you have established the new 'good' habit will you have won the battle against the old 'bad' one.

COMPREHENSION TEST

1. What is the fundamental difference between the conscious and the subconscious mind?
2. What did Madam de Steiger say was the key to magic?
3. How can auto-suggestion be misused?
4. What happens to the mind when the body relaxes?
5. What is meant by a "balanced development"?
6. Turn to page 2 of this lecture, para 4, lines 35-38 and complete this sentence: "This was the original condition,

the true end.

7. What is the effect on the mind when breathing is slowed?
8. How would you explain a 'trance'? What IS a 'trance'?
9. What does the Greek word Hypnos, mean?
10. Who is the Chief Engineer and what is his function?
11. How many hypnotic states are there?
12. Describe the hypnoidal state.
13. Describe the breathing pattern during the hypnoidal state.
14. Are the times of relaxation that occur just before sleep at night, and waking in the morning, suitable for visualization and for passing suggestions to the Chief Engineer?
15. The information given in this series will enable you to accomplish a great deal. From a complete scientific point of view, however, it is introductory. Have you been able to comprehend the immense scope and the possibilities the topic allows? Have you begun as yet to put the principles to good use? Have you been able to 'read between the lines'? Do you feel motivated to explore the subject further?
16. Sâr Hieronymus was revered as a mystic, an occultist, a master and a teacher. You are also aware that he is said to have been 'a master hypnotist in daily life'. Have you thought very much about this? What are your thoughts?

Companions: we have been careful not to suggest specific ideas to you. The fact is: the attainment of everything that is humanly possible can be greatly facilitated through the use of auto-suggestion. THINK VERY CAREFULLY ON WHAT HAS BEEN GIVEN TO YOU.

"there is a certain, safe and easy way to develop within yourself the characteristics you desire ... and to rid yourself of those you would rather not have. This Key, which has popularly become known as "hypnotism" (among other names) was the Great Secret of the Inner Schools and today it remains the Method Supreme. It has been said the best way to hide something is to put it where everyone can see it ... then no one will bother to search for it. And so it is with the Great Secret. It is there for everyone to learn and use, but too accessible for most people to find. Such is the story of the Golden Key of the Inner Orders. We have unveiled it to you, see that you keep it ... and use it.

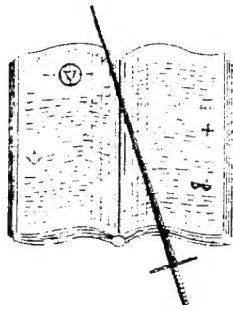
BE YE PERFECT"

Custodes
Morum
Sacrorum

I.C.E.S.

International College of Esoteric Studies

Incorporated as a non-profit educational
institution devoted to the advancement
and mystical enlightenment of Man.



Worthing 31W
Barbados
West Indies

Dear Companion

We are in possession of a copy of the address THE BATTLE FOR YOUR MIND which was given recently at the World Congress of Professional Hypnotists Convention in Las Vegas, Nevada, by Dick Sutphen. This lecture deals with the persuasion and brainwashing techniques being used on the public today.

It covers such topics as: Brainwashing techniques used since 1735; the Pavlovian explanation of the three brain phases; thought-stopping and persuasion techniques; a step by step explanation of how born-again preachers conduct revival "crusades" and the expected physiological results; new trance-inducing churches; subliminal programming; ELF waves; etc..

The information in this lecture will startle you.

We hope you will send for the lecture ... it informs you exactly on what you are up against when watching television, tells you about the non-detectable Neurophone which influences you through your skin and explains how trance is induced through vibrational sound ... etc.

We are making copies of the lecture (14 pages) available to Companions at this point in the Work. If you would like to have a copy, please drop us a line and request it, including five dollars to cover production cost and airmail.

Sincerely,

Handwritten signature of Dick Sutphen.